



THE MASSEUR



American Massage & Therapy Association Inc.

FORMERLY THE AMERICAN ASSOCIATION
OF MASSEURS & MASSEUSES

OFFICIAL BULLETIN

JULY - AUGUST, 1961

DECATUR, ILLINOIS

IT'S NATIONAL CONVENTION TIME...

SUBJECT:

National A.M.T.A. Convention
—Omaha, Nebraska.

LOCATION:

Town House Motor Hotel. All the facilities of a hotel but with the convenience and privacy of the finest Motel.

PURPOSE:

Education, recreation, fellowship and election of the officers to chart our course for the coming year.

INVITATION:

All members of A.M.T.A. and their guests are welcome and requested to be here to take a more active part in our Association work.

RESERVATION:

Send \$20.00 each for member or \$12.50 for guests, (all those practicing massage or therapy will be \$20.00, same as members), to C. Albert Chalmers, 4618 Cuming, Omaha 32, Nebraska.

Do it today, don't be late and be sorry you failed your obligation.

REMEMBER:

These prices include registration, one get acquainted party Wednesday evening August 2nd, one Luncheon and style show Thursday and banquet on Saturday also farewell breakfast Sunday.

Send Room reservation to:
The Town House
7000 Dodge St., Omaha, Nebr.
C. Albert Chalmers
Convention Chairman

Omaha are going forward and it looks like the best we will have had thus far.

We are well financed, well balanced and well wishing.

We have great plans for the future. Not something you can do for us, but things that we can do for you.

Come to the Convention if you can, but if you can't think of something that would make our Association Bigger, Better, and Stronger.

May I take this time to thank all of you for your wonderful support during the last two Years I have been your President.

Please give this same whole hearted support to the officers you elect at the Omaha Convention. It has been very gratifying as to friendships, contacts, and above all results.

We have more members than we have ever had, and I can say in all sincerity we have more enthusiastic members. Let us all go forward together.

Geo.

PRESIDENT'S REPORT

Word from all over the United States shows that we are on the march. We have increased membership in all but a few States and we have New Chapters in Texas and Arizona.

Califirnia can boast almost 100 members. Montana over 50, Indiana over 50, several others just under 50.

Letters are coming in from Colorado, North Carolina and other States asking about our great Association.

Plans for the Convention in

HEART MASSAGE

THE MASSEUR

Bimonthly publication of the
American
Massage and Therapy Association.
formally known
American Association of Masseurs
and Masseuses.
Published in Decatur, Illinois
Charles W. Brooks, Editor
3111 North Water Street



George D. Gammon, National President,

The Nebraska Chapter of A.M.T.A. held their Semi Annual meeting in the Yancy Hotel, Grand Island May 13 and 14th. A very fine group was present. Our treasurer's report was read showing Nebraska to be in good financial standing.

Six new members were voted on and accepted, four of which were personally recruited by our president Mr. Chalmers.

The plans for the National Convention were read and approved, everything seemingly O.K. for the final program. We are looking for and expecting the largest turn-out of members and guests ever assembled at any A.M.T.A. convention.

We have, along with the Queen contest, very prominent speakers, entertainers, educational films and work shops, all contributing something worth while to take home with you.

We had our Beauty Queen contest and the winner is Mrs. Ronald Switzer, known to us as our state



MRS. RONALD SWITZER

secretary, Agnes Switzer. Ronald and Agnes operate a massage establishment in Columbus. Agnes is very active in A.M.T.A. work and will make Nebraska an excellent candidate for National Queen.

An election was held to fill the vacancy of second Vice President. Upon the vote of those present Elsa Chalmers was unanimously elected and sworn in for the office.

Our next meeting will be following the National Convention in Omaha. Then in May 1962 our State Convention will be held in Scottsbluff. Hosts will be Ed and Gerry Kennedy. Plans are to charter a Greyhound bus from Omaha for the 1000 mile round trip, which will include sight seeing tours in Western Nebraska.

CALIFORNIA

The Northern Unit of the Calif. Chapter of American Massage & Therapy Assn. held a meeting March 19th at the home of Mr. and Mrs. Elmer Conn in Modesto.

Three new members were voted into the chapter.

Elmer Conn gave a report on the Board of Directors meeting of the American Massage & Therapy Assn.: California Physical Therapist Assn. and the Golden State Physical Therapist Assn.

The Northern Unit voted to pay

up to \$10.00 per capita, but the Southern Unit voted to pay \$1.50 per capita. The amount will be rectified at the State Convention June 23 through 25, in San Francisco, Calif.

Leon Martin explained that the board members had voted that the Unit Secy.-Treas. would forward all moneys in the excess of \$20.00 to the State Secy.-Treas. on the first of each month.

It was decided that we would place a \$15.00 full page ad in the Convention Book.

The Southern Unit met at George Gammon's March 25 in San Bernardino. They also voted to take space in the Convention Book. And each member was asked to take a \$5.00 ad.

Four new members were voted into the Assn.

All members voted to allow Elmer Conn and George Gammon to have a free hand to negotiate with the C.P.T.A. and G.S.P.T. for law and legislation.

May 7th the Northern Unit met again at the home of Anna Hoc in Sacramento.

Leon Martin mentioned that Sam Dahlgren National Secy.-Treas. appreciated the efforts of the members who have sent in ideas to improve the Year Book.

Letters from the 3rd National Vice President, T. C. Fink were read, which we all enjoyed as he went into great detail explaining the human body and the good that comes from massage.

We were reminded that State officers would be elected at the State Convention. The Southern Unit were to meet again, May 13 at Thure Nystrum's in Los Angeles.

Respectfully,
Neva Martin.

IOWA

Iowa Chapter A.M.T.A. held a Seminar in Cedar Rapids, Iowa, April 29-30, 1961 at the Roosevelt Hotel.

All members but one were present and 3 guests.

Program started Sat., Apr. 29.

Mr. Arles Bahl spoke on the care and treatment of arthritis. Demonstrated his own form of wool packs and read excerpts from a number of articles written by authorities on arthritis.

The group recessed for dinner.

A number of the members went to the Y.W.C.A. to inspect their Therapy Dept. with Mrs. Grace Daugherty.

Meetings took up again at 7:30 p.m. Mrs. Eva Gilbertson demonstrated contact therapy and gave accounts of a number of different cases she had cared for with good results.

Don Hudson demonstrated the use of ultra sonic and massage in the treatment of Bursitis. The meeting adjourned at 10 p.m.

Mr. Louis Schreiner was the speaker on Sunday morning. His subject was Galvanic and Sine Wave and demonstrated the use of a special applicator which he constructed himself which helped to find the real pain areas to be treated.

After recess for dinner there was a Business Meeting.

A nominating committee of 3 was elected for the fall election of officers.

It was decided that the Special 2 yr. Legislative fund be returned to the original doners as there was no impending legislature at this time, and a new fund started June 1st.

Mr. Bahl reminded the members of the National Convention in Omaha and said he hoped we would all go.

Mr. Louis Schreiner invited the group to his place in Burlington for the Spring of 1962 to have a Steak Fry.

The meeting adjourned at 4:00 p.m. and everyone had a good time and declared it very instructive.

Sincerely
Floy Brownlie,
Secretary-Treas.

Do not be angry that you cannot make others as you wish them to be since you cannot make yourself as you wish to be.

PENNSYLVANIA

The regular meeting of the Pennsylvania Chapter of A.M.T.A. was held May 28, 1961 in Hellertown, Pa. Mr. and Mrs. Thomas R. Fink, host and hostess. The meeting was called to order by President Tom Fink. The minutes of the previous meeting were read and approved. There were seven members and two guests present. Due to the absence of the treasurer Arnold Kranich, no treasurer's report was available.

Our clinic program chairman Julius Vincze was unable to attend this meeting. A letter was read from him regarding the progress of the clinic program. He has secured Morris C. Matt, M.D. as a speaker at the clinic through the courtesy of Abbotts Dairies, Inc. Dr. Matt is professor of Chemistry at Temple University, Philadelphia and Biologist for Abbotts Dairies.

It was announced that the Lehigh Valley Club would allow us to have exhibitors at the clinic October 16 if we desire.

The secretary was authorized to have a decal made of the key-stone with the National A.M.T.A. emblem inside for our advertising. Ackerman - Sittler.

Mr. Howard N. Arnold, Silverdale, Pa. was introduced by the president. Mr. Arnold is an applicant to serve as national secretary and Public Relations Director for the National A.M.T.A. Organization. Mr. Arnold asked a number of questions about the organization. After he was given the information he desired, he thought this organization has a great future. He stated that members of the association should promote the organization right along with their business and themselves. Mr. Arnold made a favorable impression upon the members present. He stated he would be available at any time to give advice to the various chapters should he be selected National Director.

Correspondence was read from Dr. Runstedler, Erie, Pa. relative to holding a meeting in the west-

ern part of the state. No decision was reached regarding a meeting.

Due to the poor attendance at the meeting the election of officers for the coming year was postponed until our meeting in July.

There was a period of lively discussion by the members present relating their experiences in this profession.

The meeting was adjourned and fine refreshments were served by our hostess Mrs. Fink.

John G. Hiestand,
Secretary

ILLINOIS

The A.M.T.A. meeting was held in Moline, Ill., June 4th at the LeClaire Hotel. Richard Frysinger and Dorthey Byles were host.

The meeting was called to order by Dr. Brooks. The minutes and usual reports were read by Secy.-Treas. Hazel Davis.

The motion was made and seconded to send \$15 for add to National Convention.

Hazel Davis will be the delegate for the Ill. Chapter to National Convention.

Mr. Dan McCafferty run a film on Nutrition.

Time for the election of officers was discussed. It was decided to hold the election in Sept. The meeting will be with Dr. Brooks at Decatur, with a pot luck dinner.

This will be our slate of officers for the coming year:

Pres.—Martin Weinrich
Vice Pres.—Dorthey Byles
Secy.-Treas—Kenneth Baird or

A. Jean Wells
Board—Chas. Brooks,
Art Melson,
Mary Howells,
Dick Frysinger

We had 5 guests at our meeting.
Door prizes were won by—
Chas. Brooks, Marie Granacki,
Mrs. Robert Ramsey.

Thanks to Dick and Dorthey for a very nice and enjoyable meeting. We also enjoy our dinners on the 15th floor of the hotel. The view of the river, trees and your

city it was beautiful. We hope to see all of you at National Convention in Omaha.

Reported by
Hazel Davis,
State Secy.-Treas.

INVENTIONS

Dr. Chas. W. Brooks

There was a woman suffering from a severe stomach affliction a few years ago. The condition seemed to be a type of gastric ulcer that refused to respond to any kind of medical treatment. Her husband noticed how she would at times pinch and knead her abdomen very deep in order to give herself relief. He being very intelligent and observant went out to his work shop, took his electric sander and converted it into a vibrator that he could apply to his wife's abdomen in the region of her affliction. The action of the converted vibrator seemed to give her untold relief.

Of course we of the profession know that if you irritate certain types of ruptures and tissue damage in a scientific manner, nature will catch up the loose ends and heal almost impossible conditions sometimes. That is what happened in this extraordinary case. This man having an inventive type of mind thought about what he had accomplished with his wifes' condition. As the result he perfected and invented a different type of vibration instrument that would promote deep as well as superficial circulation. As a reward for his labors he has created such a market for his instrument that it is now being sold in five countries, Brazil, United States, England, France, Switzerland.

I had the pleasure of meeting this man and having dinner with him a few days ago. Altho he speaks very little English his IQ is so high it wasn't very hard to carry on a conversation with him. His name is Henri Cuinier, he lives and manufactures his inventions (I learned he has many) in Marmande, France. Strangely enough

most of his inventions are of the therapeutic nature and benefit humanity.

He came to America for the express purpose of meeting personally a few of the people he was dealing with here in the United States. In as much as I had a little part to play in getting this wonderful instrument called the G-5 on the market here I was included in this group.

TRI-STATE MEETING

Massachusetts, New Hampshire and Rhode Island, was held on May 19th and 20th at the hotel Hixon in North Attleboro, Massachusetts with Virginia C. George President of the Mass. Chapter presiding and acting as Chairman. Mrs. James Harris welcomed the group on behalf of the Chamber of Commerce.

On Saturday a fine film, "The Thread of Life," from the Bell Telephone Company was shown, followed by students from Ann B. White's classes, demonstrated deep breathing and exercises. This, too, was well received. The evening ended with a social hour.

Sunday, after a short business meeting, a film on massage and on stroke rehabilitation was shown. Rollin F. Perry, R.N., R.P.T. held a question and answer period.

Millard Smith, M.D., lectured on postural correction through a modified form of massage.

MASSACHUSETTS

We welcomed Emily W. Burda of Southbridge into our membership. She's a young one, in fact, one of our youngest.

Naturally we ended our Convention with a banquet. We've had good publicity, through radio and newspapers and many of the public showed interest and attended our convention.

Ann B. White
Secy.-Treas.

How easy it is the night before to get up early the next morning!

KANSAS

The Kansas Chapter of A.M.T.A. held a State Meeting June 4th, at Atchison, Kansas.

Our President, Mr. Gray, called the meeting to order. Devotions by Mrs. Adams.

Minutes of the previous meeting read and approved. Treasure report accepted as read.

Minutes of the Board of Directors read and approved. And my thanks to the Board for having the meeting at my office so I could be with you, even to bringing the refreshments. How thoughtful of each of you.

We welcome Mr. Mosbly of Humbolt, Kansas, as our new member. May you receive as much pleasure as a member of this wonderful organization as we do, tho as yet small in number.

We were disappointed that Dr. Cowan School was not listed in the Year Book. It was tabled at this time and Mr. Adams will give a report of this at the next meeting.

A Membership Drive planned. The National, in the last Masseur, gave to new members at this time three months free. We match, with omitting of the \$10.00 fee till the end of August. Members we have something to work for now. Let's Go. In numbers there is strength.

Time out for a lovely luncheon served by Mrs. Gray. Fellowship followed. At 2 p.m. meeting called to order by our President. Our Educational Program by Mrs. Roland of Erie, Kansas. Her subject was Nerves.

What is a nerve? A cord structure which conveys impulse from one part of the body to another. It consists of a corrective-tissue-sheath, inclosing bundles of nerve fibers—each bundle being surrounded by its own sheath of perineurium. The various bundles being separated by septa of connective tissue known as the endoneurium. The Nerve fibers are of two kinds; the medullated and non-medullated. A medullated nerve fiber consists of a central

HEART MUSCLE

core or axis-cylinder which is sometimes enclosed or surrounded by a layer of white fatty matter. The myelin is separated by constrictions—into segments of about one millimeter in length—each segment containing a nucleus. In the non-medullated nerve fiber the axis-cylinder is surrounded only by the neurilemma. The cardiac sympathetic nerve when stimulated, the heart action is accelerated. Any nerve which transmits impulses from the periphery intrad. The nerve cell is an avoid, pear-shape mass of protoplasm, containing a spheric nucleus and giving off one axis cylinder process. Nerve cells are of two types. First type have an axis-cylinder of a nerve fiber continuous with the axis cylinder of nerve fiber. In cells of the second type the axis-cylinder process does not extend into the white matter, but, remaining in the white substance, eventually undergoes division into a mass of delicate fibrillae. In both types delicate collateral branches are given off from the axis-cylinder processes. The protoplasmic process, or dendrites ends in arborization of tree like, branching terminations, known as end branches. Any group of cells of gray nerve substance having a common function. Cranial nerve any peripheral nerve connected with the brain. The cranial nerves are arranged in twelve pairs Crotaphytic; the upper maxillary portion of the fifth cerebral nerve. Depressor any afferent nerve whose stimulation depressed the motor center. A nerve which lowers the activity of an organ. This report does not do justice to Mrs. Rowland's talk. Our thanks to you for the Review of the Nerves.

Mr. Gray continued with his subject Among Those Affected With Nerves. His history report on three different age groups.

A 19 year old boy, had ulcers of the stomach, breaking out on the legs with sores caused by itching. He was not conscious of being nervous. The apparent cause of his trouble was the fact that

his sister was killed on highway in front of the home.

The young lady, mother passed away with cancer, financial worries, and pregnancy all at one time was too much for her nerves. She was mentally disturbed. The doctor said Nerves, nothing organic.

The woman 65 had been very nervous since childhood. She became hysterical and was depressed. Trouble from the lumbar region down into the left leg. Her case was chronic. On all three cases Mr. Gray used the treatment called Nerve Stroking. All received results.

Mr. Gray demonstrated this treatment to the members. I was the Guinea Pig. It was a marvelous treatment. Ten minutes of Nerve Stroking, front, never lifting the hands from the body. Then 15 minutes on the back. May I add to this Mr. Gray, I have a patient, nerves, to the extent of shock treatments. We work on this treatment three a week. She is much improved to the extent that the doctor has cut down on the shock treatments. We are so happy about it all.

In closing I'd like to leave this thought with you.

"MEASURING VALUES"

by James M. Huges

"A plain bar of iron is worth \$5.00. If made into needles, is worth \$4,225. If turned into balance wheels for watches, it becomes worth \$250,000. What makes the difference in the value? It is the human economy, the master skill that is put into it. Iron ore in its natural state has little value. Mining, something, refining as a result of skill and labor plus use value makes the difference. So it is with you. Your Body is made up of many minerals, compounds, yet were they reduced in a laboratory to their actual material worth, the results would be a product worth less than one dollar. The spirit, the life, the education, the power of thought, the creation and application of ideas make the difference. You are akin

to God truly an element of your Creator. Your value to the world is determined by what you make of yourself. Will you remain a plain stick in the mud or become a balance wheel in God's creation?"

Thank you Mr. Brooks and Mr. Dahlgren for the Masseur's you sent me. I have put most of them to good use.

Sincerely
Catherine Adams

Minutes of the State Convention of the Indiana Chapter

Of A.M.T.A. of 1961, Held at the Severin Hotel—Indianapolis, Ind., May 6, 7th.

Our registration booth was opened at 9:00 a.m. in the Green Room, George and Lenora Stoller serving as registrars. The booth was buzzing with activity for some time. Naomi Tracey and Esther Spangle also helped during the rush period.

10:30 a.m. Convention was called to order by our chairman Kenneth N. Wood. After making a few introductory remarks he asked Nelle Towe to give the Invocation.

Our President Lowell M. Spangle gave us a welcome address. He expressed his thanks to all those attending, but also expressed the wish that more of our members would have considered it worthwhile to attend. He told us that there was a very fine program planned and thought that each one present would surely enjoy themselves.

11:00 a.m. Our good friend Mr. Chet Wayman of Indianapolis, Ind., representing the Sivad Company, gave us a very interesting and informative lecture on the diseases and treatment of the liver. He gave us many good pointers and his talk was really enjoyed by all.

11:30 a.m. Recessed for lunch.

1:45 p.m. We reconvened for a lecture by Rev. Lucille M. Sanders, of Muncie, Ind. Her topic was

"Hidden Factors That May Help You." She gave us many good pointers on what to look for in treating our patients, and how by discovering or uncovering the patients real trouble, our treatments will become much more effective. Her talk was enjoyed by all.

2:45 p.m. We were privileged to hear a very interesting and inspiring lecture by Dr. C. Esternelle of Sumter, S. C. His topic was "Keeping Mentally Fit." His lecture coincided very closely with the one by Rev. Sanders, in that he stressed the importance also in finding out what the real trouble was in our patients, thus getting better results. He also stressed the importance of we, as practitioners, keeping a good mental outlook and looking for the best in life. His message was very well received.

4:00 p.m. Recessed for 1/2 hour to visit exhibitors.

4:30 p.m. Interesting lecture by Dr. Thomas D. Olson. He spoke on the various conditions of the colon and what type of treatment to give for each condition. He showed us an x-ray of a normal colon and also x-rays of abnormal colons and explained the condition and treatment of each. His talk was very well received.

5:45 p.m. We adjourned to get ready for our evening banquet.

7:00 p.m. We convened for a very enjoyable banquet. We had a very delicious dinner, with all the trimmings. After dinner we enjoyed another wonderful and inspiring talk by Dr. C. Esternelle. His topic was "Inner Resources of Power." He again told us of what potentials we all possess, and the only real difference between those who succeed and those who fail is that some use the great powers within us while others do not. We can all benefit by such worthwhile talks and it can be a daily source of inspiration for us as we work with the sick and infirm around us.

As a grand climax to our day, we were entertained by a group of dancers from Wanda's School

Of Dance of Gary, Indiana. They gave us a very brilliant performance and one that was enjoyed by all.

We began our day on Sunday by assembling for a Hoosier Breakfast. We had an enjoyable time. Four baskets of fruit were given away as door prizes. After breakfast we visited the exhibitors.

10:15 a.m. We convened for our business meeting, President Lowell M. Spangle presiding. Invocation was led by Rev. Lucille M. Sanders. President Spangle asked all to stand and introduce themselves that we could all become better acquainted. We had some out of state members present.

Mr. Stoller read the minutes of our last meeting which was held on March 11, 1961 at the Hobby Ranch House in Fort Wayne, Indiana. Accepted as read.

Mr. Stoller as Treasurer, gave the financial report. Accepted as read.

Mr. Stoller as Secretary, read several letters of correspondence. He read two short talks, sent to him by our National Public Relations Director, Mr. Thomas Fink. These topics were "What Effect Massage Therapy Has Upon Your Body." and "How To Understand Aches and Pains." These talks were very well received by all. It was moved and seconded that we make up these talks in the form of a pamphlet, allowing room for imprint of operators name, for distribution to our patients. Motion unanimously accepted.

Next there was a lengthy discussion on the possibility of a combined state convention of the Naturopaths and the Massage Therapy Association, since some of our members belong to both groups. This would provide the possibility of a larger convention, better speakers, more exhibitors, and a better all around convention than can be accomplished by each individual group. In conclusion of this matter President Spangle appointed Kenneth N. Wood as chairman of a committee to contact the Naturopaths

and find out if they would be interested in such a move and then report back to us that we could then make further plans.

Our Registration Clerk Lenora M. Stoller reported 54 registered.

It was decided that our next meeting would be held on Saturday, July 8, 1961 at the Hobby Ranch House in Fort Wayne, Ind.

We dispensed with any further business and adjourned at 11:25 a.m.

11:30 a.m. Mary Felton Leets gave us a very interesting demonstration on massage for certain specific conditions, which was enjoyed by all.

11:50 a.m. We heard a very interesting lecture on "Juice Therapy With Positive Thinking," by Mr. Robert Hankins, representing the Juice-Master Mfg. Co. He stressed the great importance of proper attitudes in achieving success. He also told of the potentials within us, and that we have but to use them to reach our desired goals in life. His talk was enjoyed by all.

12:15 p.m. Recessed for Lunch.

1:50 p.m. We had a very interesting and inspiring lecture by our very good friend Dr. Charles Brooks of Decatur, Illinois. His topic was "Our Pattern Of Life." He also stressed the importance of using the powers within us to reach a fuller more active life. As usual he gave a very superb lecture and one that was enjoyed by all.

2:45 p.m. We enjoyed a lecture by Mr. Clinton Goins of Anderson, Ind. on "The Basic Requirements of Better Health and Better Food." He stressed the importance of getting foods that are grown organically, and how they affect a person's well being.

4:00 p.m. President Spangle gave us a few closing remarks. He thanked every one that had a part in making this convention a success. He stressed the great importance of having and applying our love for our fellowmen.

4:10 p.m. We showed the film "Modern Massage" which the AM & TA is purchasing. It was en-

joyed by all.

4:45 p.m. We adjourned what we felt was one of the best conventions ever.

Respectfully Submitted
Geo. Stoller

COMPRESSION MASSAGE OF THE HEART

By Lowell M. Spangle,
B.S., P.T., R.M.T.

Some time back an article appeared in the papers giving a new technique, heart action had been plied externally, would restore a heart to action after it had stopped.

Prior to the development of this technique heart action had been restored in several instances by physicians who made incisions into the chest and applied massage directly to the heart. This technique, of course, belonged only to physicians qualified to make an incision into the chest.

The new technique, however, being applied externally and requiring no incision rightly belongs to every practitioner of Massage Therapy. It should be in your repertory of techniques. You would feel pretty bad if you happened to be present when someone's heart failed and you let them die only to learn later that you could easily have restored the heart to action had you but known how.

This technique is very simple. Place the patient in a supine position—flat on his back. Assume a position as though you were going to give artificial respiration. Place the open palm of one hand over the lower few inches of the sternum or breast bone. Press firmly, but gently, compressing the sternum, thus squeezing the heart between the posterior surface of the sternum and the anterior surface of the vertebral column. Release quickly. The rib cage will raise the sternum. Compress again and release quickly. Repeat this movement several times or until the heart

starts beating. This technique has worked successfully on almost every case it has been tried on, so it is well worth learning and remembering.

Somehow, I lost the original report on this technique, so I cannot give the names of the men who developed this method, but I hope by this written account to preserve it and that every member of our profession will do likewise. It is one of those specialty techniques every operator should learn and remember.

Don't Act Bigger Than You Are

I talked with a friend the other day
Who's traveled far on life's highway;
To me he's always seemed so nice,
I thought I'd ask for his advice.

He said, Don't seek for power
or self,
Just go along being your natural
self;
He's done alright, made some
dough,
Always been very modest though.

I've found, he said, it's better
by far
Not to act bigger than you are;
You'll always get a better break
By giving others an even shake.

Try to stay within your class
or you'll
Be cut down like a blade of grass.
If you get money, don't be greedy,
Gives you more cause to aid the
needy.

And you'll be surprised from day
to day
The dividends a smile will pay.

I think my friend was very nice
To give me such good sound
advice;
You see, He's not young any more,
He's just turned four score and
four.

By Howard Setty.

TAKING NO CHANCE

Joe: "I went to a doctor today and told him about my lapses of memory."

John: "What did he do?"

Joe: "He made me pay in advance."

HEALER/MASSEUR

Texan describing his ranch, "It's just a small spread—you can see clean across it on a clear day." (D. H. Turner). Convalescent explaining why he left his Jello untouched, "I don't want to eat anything that's more nervous than I am" (Mrs. George H. Stell). Ardent guy to gal, "Of course I've kissed girls before—you didn't think I'd use you as a guinea pig, did you?" (Reamer Keller cartoon). Duncan Hines appraising new eatery, "If the soup had been as warm as the wine; if the wine had been as old as the turkey; and if the turkey had had a breast like the waitress, it would have been a swell dinner." (Tide).

NOT CHOOSY

Doctor: "I'm sorry to tell you it's a girl. I know you wanted a boy."

Father: "That's all right. A girl was my second choice."

New Father: "I'm so excited! Is it a boy or girl?"

Nurse: "The one in the middle is a boy."

Salesman: "These stockings are the very latest pattern, fast colors, hole-proof, won't shrink, priced far lower than elsewhere, and a very good yarn."

Customer: "Yes, and you tell it well."

The stork and the wolf usually work the same neighborhood.

The trouble with most people is that they're looking for less to do, more time to do it in and more pay for not getting it done.

A good way to get your name in the newspaper is to walk across the street, reading one.

A.M.T.A. R.M.T.
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 YOUR FACE"**

You don't have to tell how you
 live each day
 You don't have to say if you work
 or you play
 A tried and true barometer serves
 in the place
 However, you live, it will show in
 your face.

The false, the deceit that you bear
 in your heart
 Will not stay inside where it first
 got its start
 For sinew and blood are a thin
 vale of lace
 What you wear in your heart, you
 wear in your face.

If your life is unselfish, if for
 others you live
 For not what you can get, but
 how much you can give
 If you live close to God, in His
 infinite grace
 You don't have to tell it, it shows
 in your face.

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